

# August 2019



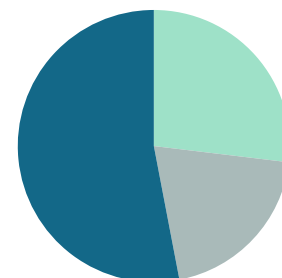
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	68	67	-1.47%
Pending Listings	51	50	-1.96%
New Listings	39	55	41.03%
Average List Price	146,144	141,613	-3.10%
Average Sale Price	139,048	138,747	-0.22%
Average Percent of Selling Price to List Price	94.73%	96.65%	2.02%
Average Days on Market to Sale	155.44	112.69	-27.51%
End of Month Inventory	168	132	-21.43%
Months Supply of Inventory	3.61	2.61	-27.64%



■ Closed (26.91%)  
■ Pending (20.08%)  
■ Other OffMarket (0.00%)  
■ Active (53.01%)

**Absorption:** Last 12 months, an Average of **51** Sales/Month  
**Active Inventory** as of August 31, 2019 = **132**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **21.43%** to 132 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **2.61** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.22%** in August 2019 to \$138,747 versus the previous year at \$139,048.

#### Average Days on Market Shortens

The average number of **112.69** days that homes spent on the market before selling decreased by 42.75 days or **27.51%** in August 2019 compared to last year's same month at **155.44** DOM.

#### Sales Success for August 2019 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 55 New Listings in August 2019, up **41.03%** from last year at 39. Furthermore, there were 67 Closed Listings this month versus last year at 68, a **-1.47%** decrease.

Closed versus Listed trends yielded a **121.8%** ratio, down from previous year's, August 2018, at **174.4%**, a **30.13%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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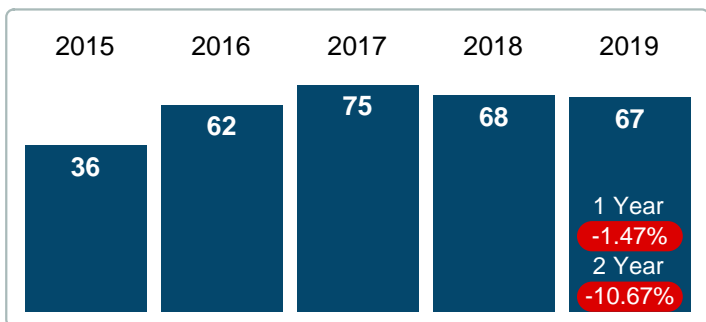
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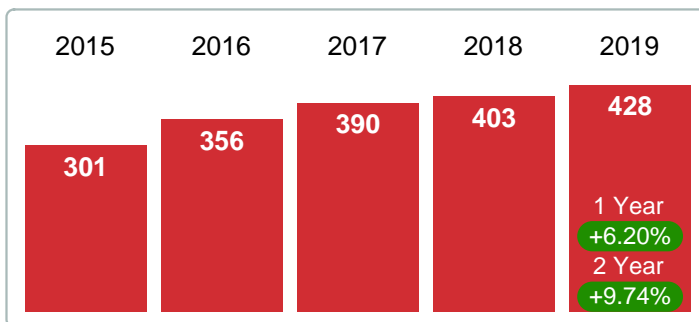
## CLOSED LISTINGS

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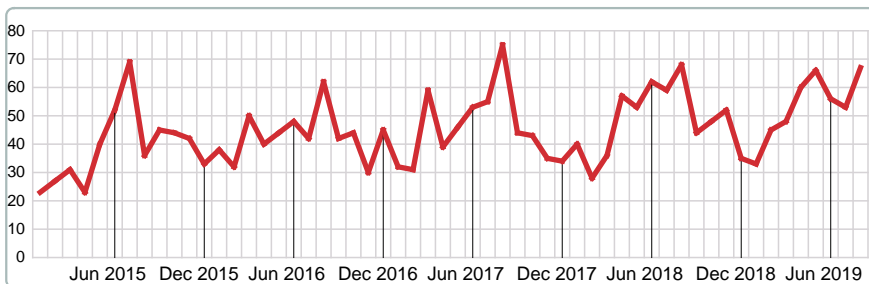
### AUGUST



### YEAR TO DATE (YTD)

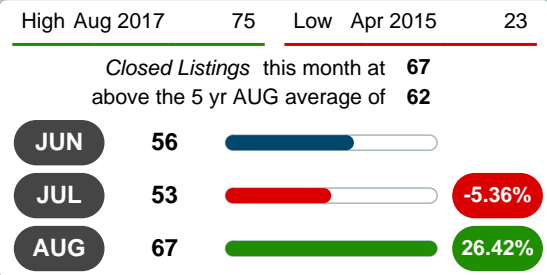


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 62



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	4.48%	125.7	0	2	1	0
\$30,001 - \$60,000	10	14.93%	148.5	2	6	2	0
\$60,001 - \$80,000	6	8.96%	79.5	4	1	1	0
\$80,001 - \$150,000	22	32.84%	101.3	5	16	1	0
\$150,001 - \$180,000	9	13.43%	115.9	1	5	3	0
\$180,001 - \$260,000	10	14.93%	133.1	2	5	3	0
\$260,001 and up	7	10.45%	87.0	0	1	5	1
<b>Total Closed Units</b>	<b>67</b>			<b>14</b>	<b>36</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,296,050</b>	<b>100%</b>	<b>112.7</b>	<b>1.44M</b>	<b>4.46M</b>	<b>3.12M</b>	<b>280.00K</b>
<b>Average Closed Price</b>	<b>\$138,747</b>			<b>\$102,786</b>	<b>\$123,772</b>	<b>\$195,078</b>	<b>\$280,000</b>

# August 2019



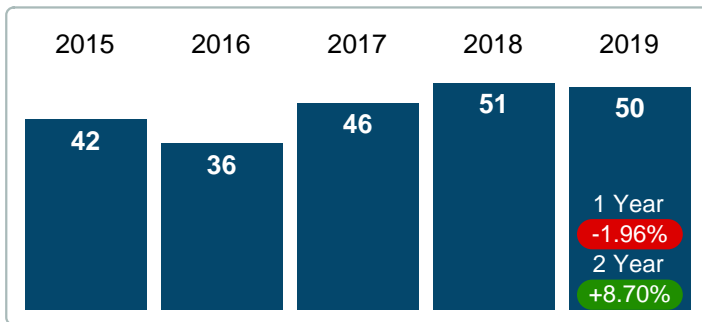
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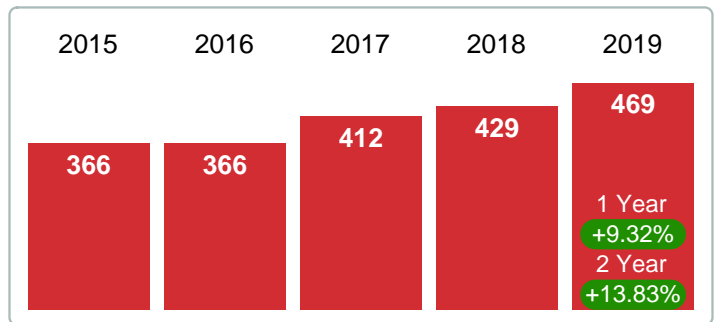
## PENDING LISTINGS

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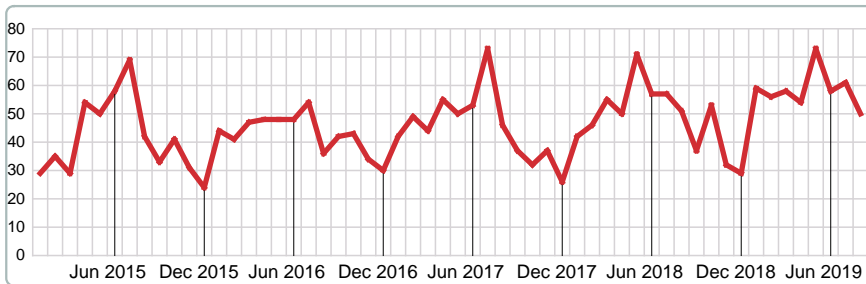
### AUGUST



### YEAR TO DATE (YTD)

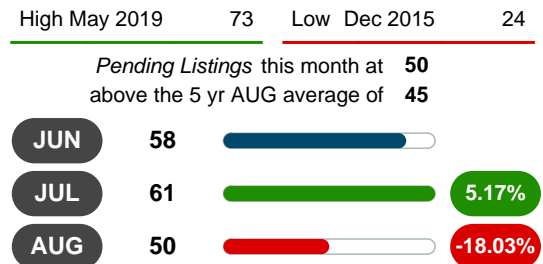


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 45



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	8.00%	98.3	2	2	0	0
\$20,001 - \$40,000	8	16.00%	92.6	3	5	0	0
\$40,001 - \$70,000	5	10.00%	208.4	4	1	0	0
\$70,001 - \$120,000	13	26.00%	56.8	4	7	2	0
\$120,001 - \$160,000	8	16.00%	40.0	1	7	0	0
\$160,001 - \$260,000	7	14.00%	88.6	1	5	1	0
\$260,001 and up	5	10.00%	69.2	0	2	2	1
<b>Total Pending Units</b>	<b>50</b>			<b>15</b>	<b>29</b>	<b>5</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,864,699</b>	<b>100%</b>	<b>84.0</b>	<b>1.05M</b>	<b>3.51M</b>	<b>1.00M</b>	<b>309.90K</b>
<b>Average Listing Price</b>	<b>\$117,294</b>			<b>\$69,680</b>	<b>\$120,924</b>	<b>\$200,560</b>	<b>\$309,900</b>

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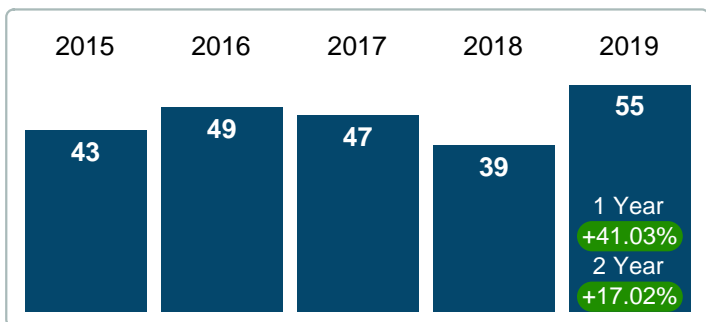
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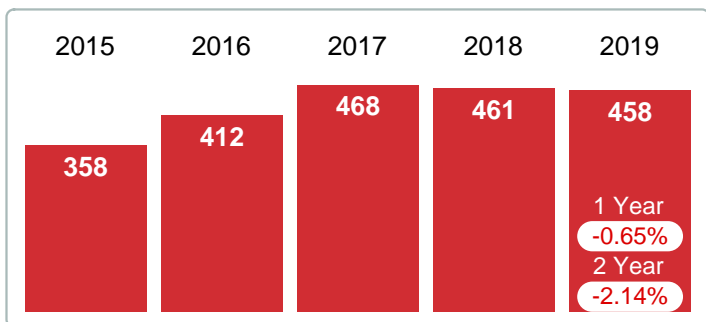
## NEW LISTINGS

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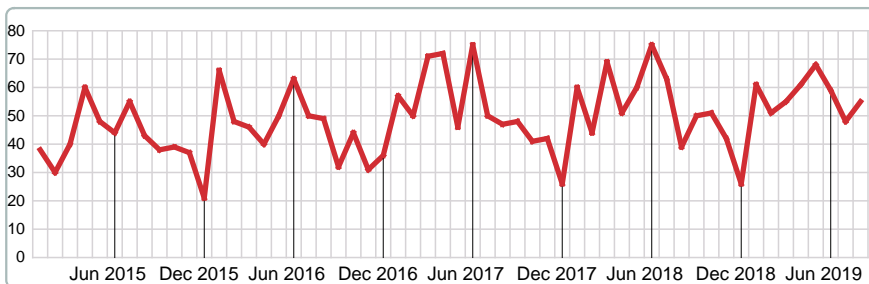
### AUGUST



### YEAR TO DATE (YTD)

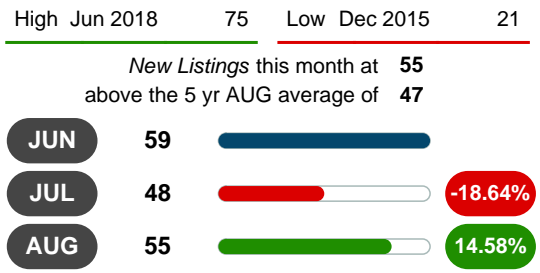


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 47



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.82%	0	1	0	0
\$25,001 - \$75,000	12	21.82%	2	7	3	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$125,000	18	32.73%	3	13	2	0
\$125,001 - \$225,000	10	18.18%	0	9	1	0
\$225,001 - \$325,000	9	16.36%	0	5	2	2
\$325,001 and up	5	9.09%	0	3	1	1
<b>Total New Listed Units</b>	<b>55</b>		<b>5</b>	<b>38</b>	<b>9</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>8,740,000</b>	<b>100%</b>	<b>360.80K</b>	<b>5.91M</b>	<b>1.58M</b>	<b>892.40K</b>
<b>Average New Listed Listing Price</b>	<b>\$154,832</b>		<b>\$72,160</b>	<b>\$155,539</b>	<b>\$175,144</b>	<b>\$297,467</b>

# August 2019



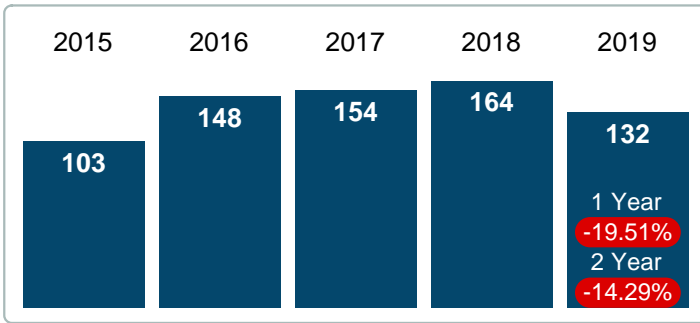
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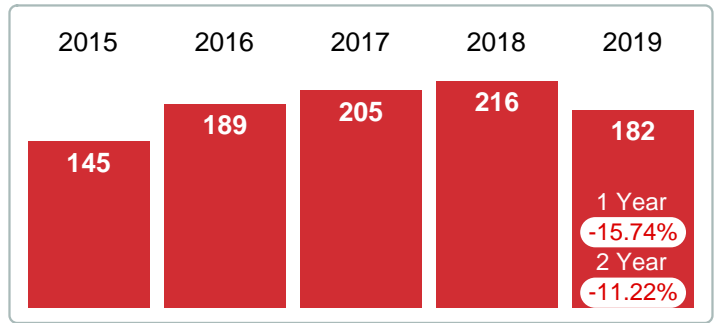
## ACTIVE INVENTORY

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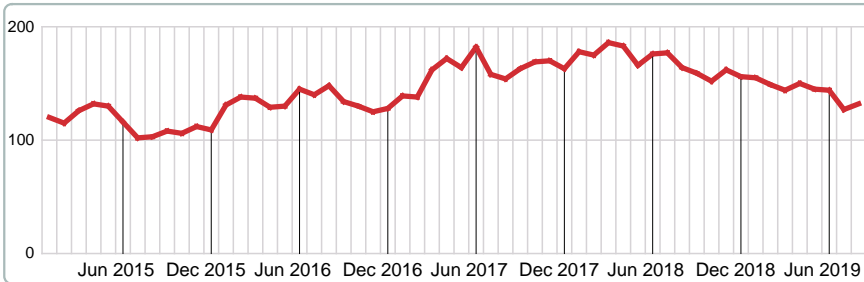
### END OF AUGUST



### ACTIVE DURING AUGUST

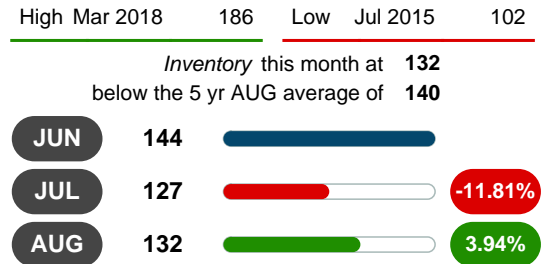


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 140



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	6.06%	489.8	3	5	0	0
\$30,001 - \$50,000	18	13.64%	141.7	9	8	1	0
\$50,001 - \$70,000	20	15.15%	95.3	6	13	1	0
\$70,001 - \$130,000	33	25.00%	175.3	9	19	5	0
\$130,001 - \$180,000	23	17.42%	91.1	2	17	3	1
\$180,001 - \$250,000	16	12.12%	128.5	2	11	2	1
\$250,001 and up	14	10.61%	78.1	0	6	7	1
<b>Total Active Inventory by Units</b>	<b>132</b>			<b>31</b>	<b>79</b>	<b>19</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>18,389,248</b>	<b>100%</b>	<b>147.0</b>	<b>2.37M</b>	<b>10.60M</b>	<b>4.69M</b>	<b>720.00K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$139,312</b>			<b>\$76,584</b>	<b>\$134,204</b>	<b>\$247,000</b>	<b>\$240,000</b>

# August 2019



Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

### MSI FOR AUGUST

2015	2016	2017	2018	2019

### INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>132</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf			
equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8		6.06%	2.59	1.44	5.45	0.00	0.00	
\$30,001 - \$50,000	18		13.64%	3.66	4.91	3.43	1.33	0.00	
\$50,001 - \$70,000	20		15.15%	3.33	3.79	3.39	2.00	0.00	
\$70,001 - \$130,000	33		25.00%	2.15	2.57	1.87	3.16	0.00	
\$130,001 - \$180,000	23		17.42%	2.00	2.40	1.85	2.12	12.00	
\$180,001 - \$250,000	16		12.12%	2.82	8.00	2.87	1.41	6.00	
\$250,001 and up	14		10.61%	3.43	0.00	4.24	3.00	3.00	
Market Supply of Inventory (MSI)		2.61			3.07	2.49	2.35	4.00	
Total Active Inventory by Units		132	100%	2.61	31	79	19	3	

# August 2019



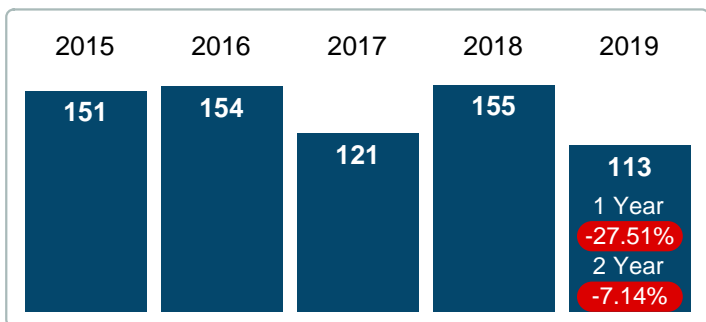
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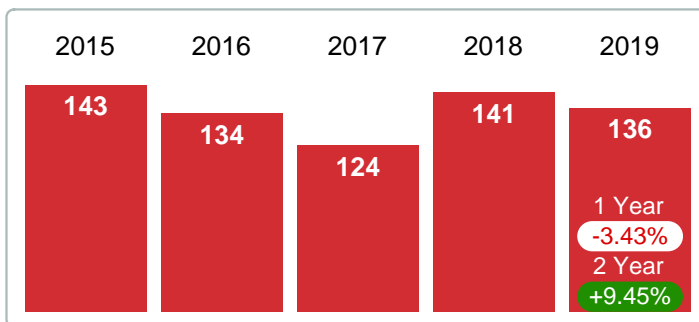
## AVERAGE DAYS ON MARKET TO SALE

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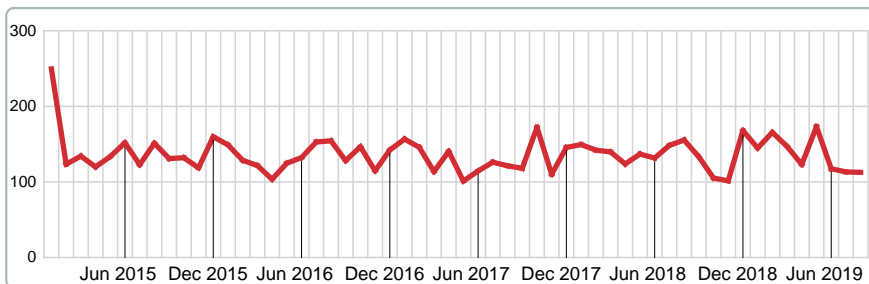
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

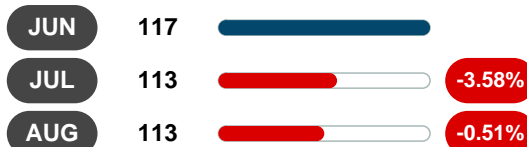


### 3 MONTHS

5 year AUG AVG = 139

High Jan 2015 249 Low May 2017 101

Average Days on Market to Sale this month at 113 below the 5 yr AUG average of 139



## AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4.48%	126	0	171	36	0
\$30,001 - \$60,000	14.93%	149	194	149	103	0
\$60,001 - \$80,000	8.96%	80	104	61	1	0
\$80,001 - \$150,000	32.84%	101	71	110	105	0
\$150,001 - \$180,000	13.43%	116	78	124	114	0
\$180,001 - \$260,000	14.93%	133	118	188	51	0
\$260,001 and up	10.45%	87	0	90	100	21
<b>Average Closed DOM</b>		<b>113</b>	<b>105</b>	<b>131</b>	<b>84</b>	<b>21</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>113</b>	<b>14</b>	<b>36</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,296,050</b>	<b>1.44M</b>	<b>4.46M</b>	<b>3.12M</b>	<b>280.00K</b>



# August 2019



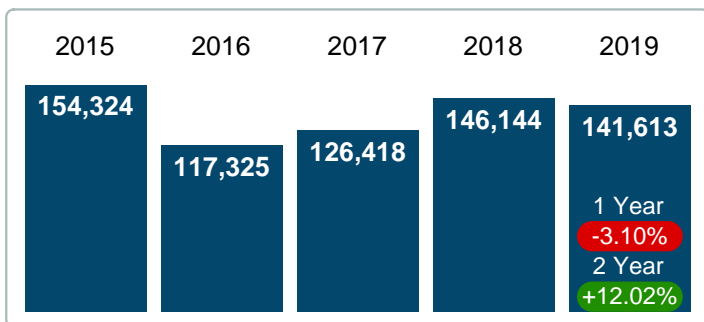
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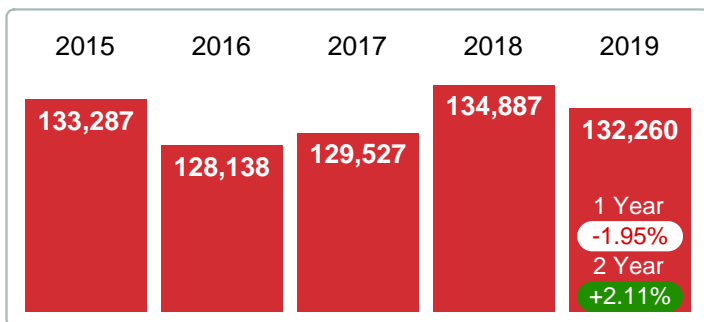
## AVERAGE LIST PRICE AT CLOSING

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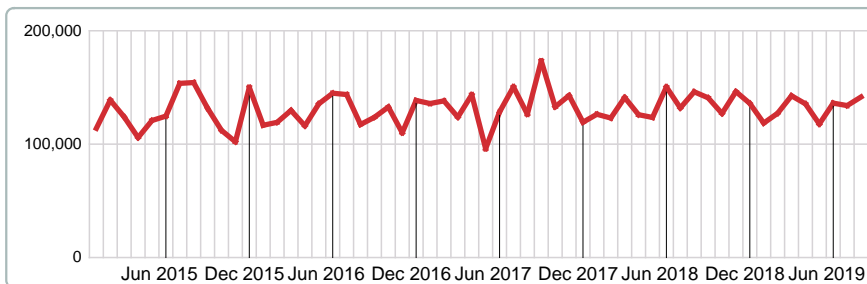
### AUGUST



### YEAR TO DATE (YTD)

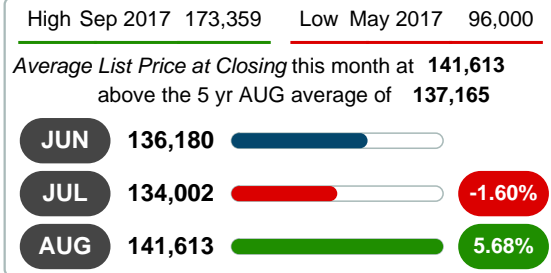


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 137,165



### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	0	40,450	42,000	0
\$30,001 - \$60,000	11	16.42%	52,500	47,967	42,450	0
\$60,001 - \$80,000	8	11.94%	78,675	64,900	65,000	0
\$80,001 - \$150,000	22	32.84%	100,240	113,350	139,000	0
\$150,001 - \$180,000	9	13.43%	159,000	167,440	162,333	0
\$180,001 - \$260,000	10	14.93%	215,000	207,940	230,967	0
\$260,001 and up	7	10.45%	0	384,900	329,700	309,900
<b>Average List Price</b>		<b>141,613</b>	<b>107,850</b>	<b>125,250</b>	<b>197,456</b>	<b>309,900</b>
<b>Total Closed Units</b>		<b>67</b>	<b>14</b>	<b>36</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,488,100</b>	<b>1.51M</b>	<b>4.51M</b>	<b>3.16M</b>	<b>309.90K</b>



# August 2019



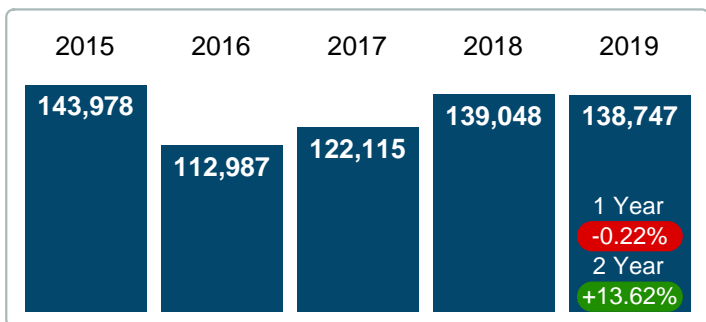
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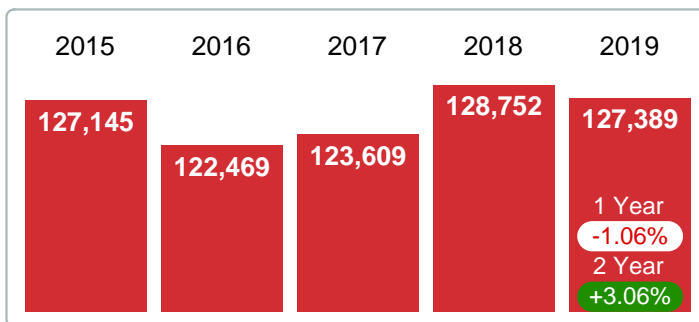
## AVERAGE SOLD PRICE AT CLOSING

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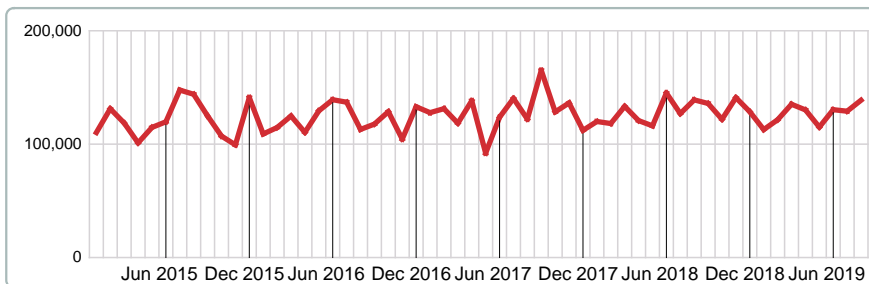
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

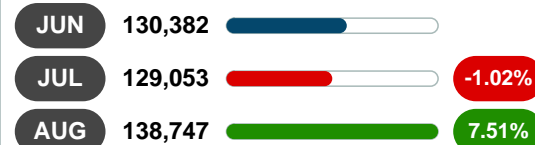


### 3 MONTHS

5 year AUG AVG = 131,375

High Sep 2017 165,045 Low May 2017 92,064

Average Sold Price at Closing this month at **138,747**  
 above the 5 yr AUG average of **131,375**



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4.48%	26,417	0	29,000	21,250	0
\$30,001 - \$60,000	14.93%	44,090	48,000	43,967	40,550	0
\$60,001 - \$80,000	8.96%	71,917	73,625	72,000	65,000	0
\$80,001 - \$150,000	32.84%	111,155	94,300	114,994	134,000	0
\$150,001 - \$180,000	13.43%	165,256	167,000	166,060	163,333	0
\$180,001 - \$260,000	14.93%	210,780	205,000	201,380	230,300	0
\$260,001 and up	10.45%	329,129	0	384,900	327,800	280,000
<b>Average Sold Price</b>		<b>138,747</b>	<b>102,786</b>	<b>123,772</b>	<b>195,078</b>	<b>280,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>138,747</b>	<b>14</b>	<b>36</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,296,050</b>	<b>1.44M</b>	<b>4.46M</b>	<b>3.12M</b>	<b>280.00K</b>

# August 2019



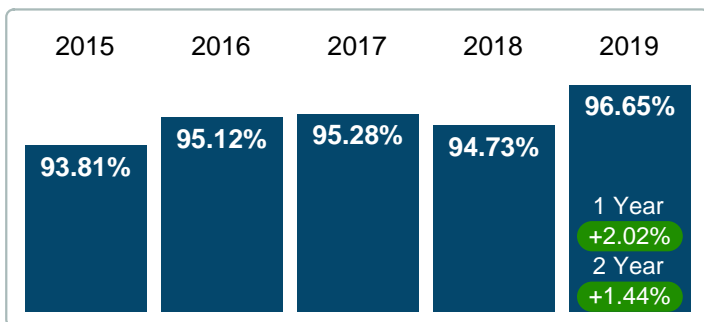
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



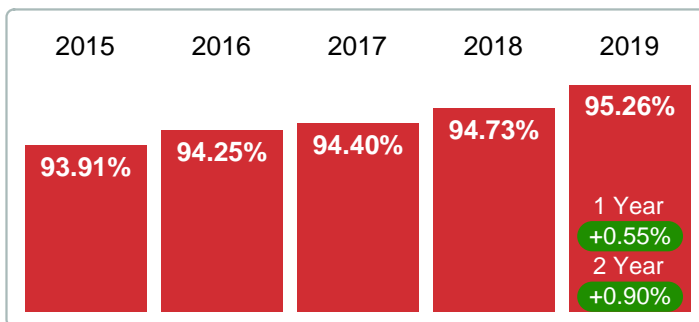
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

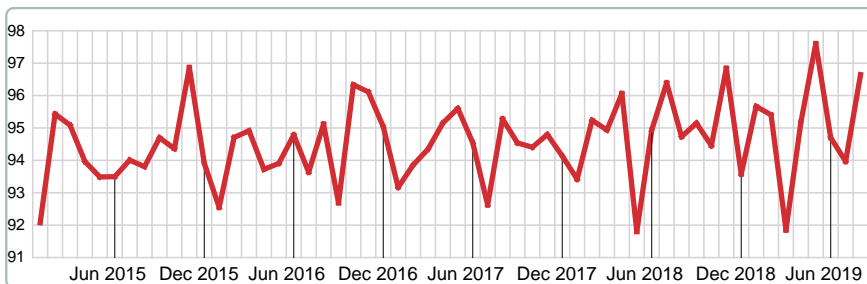
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

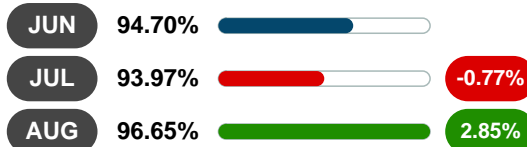


### 3 MONTHS

5 year AUG AVG = 95.12%

High May 2019 97.60% Low May 2018 91.80%

Average Sold/List Ratio this month at **96.65%** above the 5 yr AUG average of **95.12%**



### AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	<b>3</b>	4.48%	65.09%	0.00%	72.33%	50.60%	0.00%
\$30,001 - \$60,000	<b>10</b>	14.93%	92.58%	91.48%	91.22%	97.73%	0.00%
\$60,001 - \$80,000	<b>6</b>	8.96%	97.83%	94.00%	110.94%	100.00%	0.00%
\$80,001 - \$150,000	<b>22</b>	32.84%	100.07%	94.24%	102.12%	96.40%	0.00%
\$150,001 - \$180,000	<b>9</b>	13.43%	100.33%	105.03%	99.22%	100.62%	0.00%
\$180,001 - \$260,000	<b>10</b>	14.93%	97.46%	95.35%	96.97%	99.69%	0.00%
\$260,001 and up	<b>7</b>	10.45%	98.31%	0.00%	100.00%	99.56%	90.35%
Average Sold/List Ratio		96.60%		94.71%	97.72%	96.32%	90.35%
Total Closed Units		67	100%	14	36	16	1
Total Closed Volume		9,296,050		1.44M	4.46M	3.12M	280.00K

# August 2019



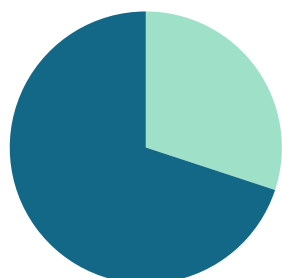
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

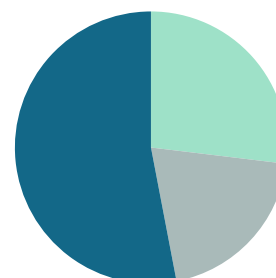


**Inventory**  
 New Listings  
**55 = 30.05%**  
 Start Inventory  
**128**  
 Total Inventory Units  
**183**  
 Volume  
**\$24,318,947**

### Market Activity

Closed Sales  
**67 = 26.91%**  
 Pending Sales  
**50 = 20.08%**  
 Other Off Market  
**0 = 0.00%**  
 Active Inventory  
**132 = 53.01%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	68	67	-1.47%	403	428	6.20%
Pending Sales	51	50	-1.96%	429	469	9.32%
New Listings	39	55	41.03%	461	458	-0.65%
Average List Price	146,144	141,613	-3.10%	134,887	132,260	-1.95%
Average Sale Price	139,048	138,747	-0.22%	128,752	127,389	-1.06%
Average Percent of Selling Price to List Price	94.73%	96.65%	2.02%	94.73%	95.26%	0.55%
Average Days on Market to Sale	155.44	112.69	-27.51%	140.88	136.05	-3.43%
Monthly Inventory	168	132	-21.43%	168	132	-21.43%
Months Supply of Inventory	3.61	2.61	-27.64%	3.61	2.61	-27.64%

**Absorption:** Last 12 months, an Average of **51** Sales/Month

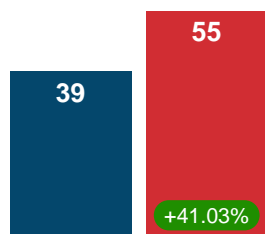
**Inventory** on August 31, 2019 = **132**

**2018** **2019**

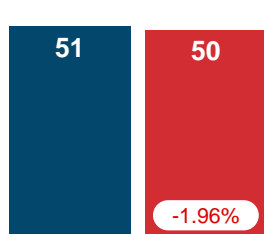
### AUGUST MARKET

### AVERAGE PRICES

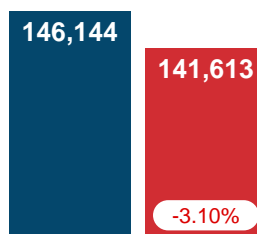
#### New Listings



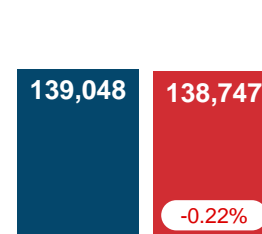
#### Pending Listings



#### List Price



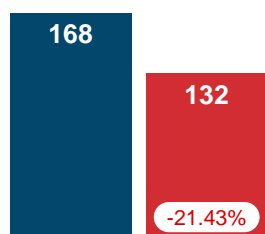
#### Sale Price



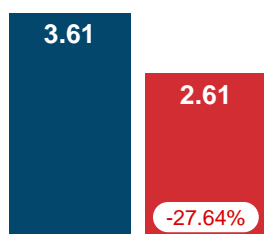
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

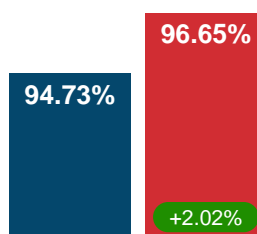
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

